

PROPOSAL INSTRUCTIONS

CC-GRCA###-07

**United States Department of the Interior
National Park Service
Grand Canyon National Park**

**Proposal to Provide
Guided Colorado River Trips within
Grand Canyon National Park**

PROPOSAL INSTRUCTIONS

1) Response Requirements for Submission of Proposal

- a) This Prospectus is issued under the authority of the National Park Service Concessions Management Improvement Act of 1998 and 36 C.F.R. Part 51. (See Appendices 1 and 2) In the event of any inconsistency between the terms of this Prospectus and 36 C.F.R. Part 51, 36 C.F.R. Part 51 will control. The National Park Service (Service) presumes that all persons that submit a proposal in response to this Prospectus are informed of the provisions of 36 C.F.R. Part 51.
- b) Proposals for the Draft Contract must be received by the due date and time shown on the front page of this Prospectus.
- c) Only an Offeror submitting a responsive proposal is eligible to be awarded a new Concession Contract. A responsive proposal means a timely submitted proposal that is determined by the Service as agreeing to all of the minimum requirements of the Draft Contract and Prospectus and as having provided the information required by the Prospectus.
- d) Information “required by the Prospectus” refers to information expressly required by the Prospectus and that is material, as determined by the Service, to the effective evaluation of the proposal under the applicable selection factor.

2) Form in Which Proposal Must be Submitted

- a) Offerors must follow the format provided in the Proposal Package, including in its entirety without alteration the “Offeror’s Transmittal Letter,” in applying for the concession opportunity. Failure to submit a signed Offeror’s Transmittal Letter without alteration (except for filling in the indicated blanks) will make your proposal non-responsive.
- b) Please number each page and section in your completed proposal. Add information to your proposal only to the extent that it is necessary and relevant to respond to the selection factor. Each page should have a heading identifying the selection factor and subfactor to which the information contained on the page responds. It is important that your response stays within the organizational framework in the Proposal Package and provides all relevant information directly in response to each selection factor. However, the Service may consider relevant information contained elsewhere in a proposal in assessing the proposal’s response to each particular selection factor.

3) Submission Protocol

- a) Submit three (3) identical hard copies and one electronic copy, identical to the hard copy, in the format outlined in the Proposal Package. In order to facilitate discussion and review of proposals among evaluation panel members, the electronic copy must be in a format that can be shared, copied, and passed easily. Microsoft Office programs or an Adobe PDF electronic version that allows for copying and pasting of text using Adobe Reader software is acceptable. However, you must provide all financial spreadsheets in Microsoft Excel. In the event of a

discrepancy between the electronic copy and the hard copies, information on the hard copies will control.

b) Enclose copies in a sealed envelope with the following marked on the envelope:

- (1) "CONCESSION PROPOSAL, MAILROOM DO NOT OPEN"
- (2) The due date specified in the Prospectus for receipt of the proposal by the Service.
- (3) The name and address of the Offeror.
- (4) The contract number the proposal is for.

c) The Service, at the appropriate address, must receive proposals by the time and date shown on the front page of this Prospectus.

d) This Prospectus advertises multiple Concession Contracts. You must submit a separate completed Offeror's Transmittal Letter and three (3) identical hard copies and one electronic copy of your Proposal Package for each of the Concession Contract(s) for which you wish to apply.

4) Proposals Considered Public Document

a) All proposals submitted in response to this Prospectus may be disclosed by the Service to any person, upon request, to the extent required or authorized by the Freedom of Information Act (5 U.S.C. § 552 et. seq.).

b) If you believe that your proposal contains trade secrets or confidential commercial or financial information exempt from disclosure under the Freedom of Information Act, mark the cover page of each copy of the proposal with the following legend:

The information specifically identified on pages of this proposal constitutes trade secrets or confidential commercial or financial information that the Offeror believes to be exempt from disclosure under the Freedom of Information Act. The Offeror requests that this information not be disclosed to the public, except as may be required by law.

You must specifically identify what you consider to be trade secret information or confidential commercial or financial information on the page of the proposal on which it appears, and you must mark each such page with the following legend:

This page contains trade secrets or confidential commercial or financial information that the Offeror believes to be exempt from disclosure under the Freedom of Information Act, and which is subject to the legend contained on the cover page of this proposal.

c) Information so identified shall not be made public by the Service except in accordance with law.

5) Questions

If you do not understand something in this Prospectus, you must submit your questions in writing to the contact person noted on the cover of the Prospectus, no later than **30 calendar days** following the issuance of the Prospectus. Your questions must specify the section of the Prospectus that is the subject of your inquiry. The Service will respond to your question(s) in writing, and will provide the question and response to all potential Offerors who have requested a Prospectus. Questions submitted after this date may not be answered. Because the Service must provide equal information to all Offerors, there must be sufficient time allowed to inform all interested parties of such questions and answers.

6) Evaluation of Proposals

a) The Service will apply the principal selection factors and secondary factors as set forth in 36 C.F.R. Part 51 by assessing each timely proposal under each of the selection factors on the basis of a narrative explanation discussing any subfactors when applicable and other supporting information.

b) For each selection factor, the Service will assign a score that reflects the determined merits of the proposal under the applicable selection factor and in comparison to the other proposals received, if any.

The first four principal selection factors will be scored from zero to five. The fifth principal selection factor will be scored from zero to four (with a score of one for agreeing to the minimum franchise fee contained in the Prospectus). Secondary selection factor 1 will be scored from zero to three and secondary selection factor 2 will be scored from zero to three. The Service will then assign a cumulative point score to each proposal based on the assigned score for each selection factor.

c) Principal Selection Factors. The five principal selection factors are:

Principal Selection Factor 1. The responsiveness of the proposal to the objectives, as described in the Prospectus, of protecting, conserving, and preserving resources of the park area;

Principal Selection Factor 2. The responsiveness of the proposal to the objectives, as described in the Prospectus, of providing necessary and appropriate visitor services at reasonable rates;

Principal Selection Factor 3. The experience and related background of the Offeror, including the past performance and expertise of the Offeror in providing the same or similar visitor services as those to be provided under the concession contract;

Principal Selection Factor 4. The financial capability of the Offeror to carry out its proposal;

Principal Selection Factor 5. The amount of the proposed minimum franchise fee, if any, and/or other forms of financial consideration to the Service. However, consideration of revenue to the United States will be subordinate to the objectives of protecting, conserving, and preserving

resources of the park area and of providing necessary and appropriate visitor services to the public at reasonable rates.

d) Secondary Selection Factors. The secondary selection factors are:

Secondary Selection Factor 1. The quality of the Offeror's proposal to conduct its operations in a manner that furthers the protection, conservation, and preservation of the park area and other resources through environmental management programs and activities, including, without limitation, energy conservation, waste reduction, and recycling.

Secondary Selection Factor 2. Interpretation of the Grand Canyon from the perspective of American Indian tribes.

7) Process of Selecting the Best Proposal

The Service will select the responsive proposal with the highest cumulative point score as the best proposal. If two or more responsive proposals receive the same highest point score, then the Service will select as the best proposal (from among the responsive proposals with the same highest point score) the responsive proposal that the Service determines on the basis of a narrative explanation will, on an overall basis, best achieve the purposes of 36 C.F.R. Part 51. Consideration of revenue to the United States in this determination and in scoring proposals under Principal Selection Factor 5 will be subordinate to the objectives of protecting, conserving, and preserving resources of the park area and of providing necessary and appropriate visitor services to the public at reasonable rates (36 C.F.R. § 51.16(c)).

8) Preferred Offeror Determinations

The National Park Service Concessions Management Improvement Act of 1998, 16 U.S.C. §§ 5951-5966, 112 Stat. 3503, Public Law 105-391 includes a preference for a Preferred Offeror to the award of a qualified concession contract.

The Service has determined that the existing 16 concessioners are Preferred Offerors for this Draft Contract pursuant to the terms of 36 C.F.R. Part 51, Subpart E and F.

9) Congressional Review Process

Concession contracts issued for a term of more than ten years, or when the annual gross receipts are anticipated to exceed \$5,000,000 are required by law to be submitted to the Congress for sixty days before they may be awarded. Concession Contract No. CC-GRCA026-07 will be submitted to the Congress before it is awarded because annual gross receipts are anticipated to exceed \$5,000,000.

10) Cautions to Offerors about Submission and Evaluation of Proposals

a) All information regarding this Prospectus will be issued in writing. No Service representative or other government official is authorized to make substantive oral representations

relating to this matter, and no Offeror should rely on any oral representations made by government officials with respect to this transaction.

b) The Proposal Package includes the selection factors to be used by the Service to evaluate proposals. Under each selection factor, the Service identifies subfactors to ensure that all elements of the selection factor are considered. You, the Offeror, should ensure that you fully address all of the selection factors and related subfactors.

c) This Prospectus and related documents reflect the views and objectives of the Service with regard to the proposed concession operation. Should you believe any statement in the Prospectus to be inaccurate, you must submit comments to the Service in writing, no later than **30 calendar days** following the issuance of the Prospectus. Send your comments to the office named in the cover of this Prospectus for the receipt of proposals.

d) The information provided in this Prospectus, including the Appendices, is provided to allow Offerors to understand the operations and terms of the Draft Contract. Offerors are encouraged to thoroughly review all information and required submittal documents before beginning to prepare a proposal.

e) A proposal to expand the scope of investment, facilities, and/or services beyond those called for in this Prospectus will not be considered in the evaluation of proposals.

f) A proposal to provide direct or indirect monetary or other benefits to the Service or government not within the scope or requirements of the Draft Contract will not be considered in the evaluation of proposals.

g) If you propose to make any financial commitments and considerations in response to any selection factor, your proposal will be closely reviewed and analyzed against your financial statements and supporting documents with appropriate review of feasibility. Such documents reviewed and analyzed will include but not be limited to the Business Organization, Business Credit Information, pro forma income statements, audited financial statements, and balance sheets contained in your proposal.

h) The proposal and related materials submitted should reflect the entire proposal you are making. The Service will consider your written submission as your full and final proposal in response to the Prospectus, and will make its selection based on the written information you have submitted, and other appropriate information. Do not assume that the Service knows anything about you or your proposal. Do not assume that any information about you or your proposal, any previous correspondence or previous submissions are in the possession of or will be considered by the Service. This is true even if you are the exiting Concessioner or have operated another concession within the Park or National Park System.

i) The attached Draft Contract and its exhibits set forth the terms and conditions under which the concession operation is to be conducted. The Service may amend a Prospectus and/or extend the submission date prior to the proposal due date. The Service may also cancel a solicitation at any time before the award of the Concession Contract if the Service determines in its discretion

that this action is appropriate in the public interest. No Offeror or other person will obtain compensable or other legal rights as a result of an amended, extended, canceled or reissued solicitation for this Concession Contract. (36 C.F.R. § 51.11)

j) Except as provided under 36 C.F.R. § 51.47, the terms, conditions, and determinations of the Prospectus and the terms and conditions of the Draft Contract as described in the Prospectus, including, without limitation, its minimum franchise fee, are not final until the Concession Contract is awarded.

k) The Service may request from any Offeror who has submitted a timely proposal a written clarification of its proposal. Clarification refers to making clear any ambiguities that may have been contained in a proposal, but does not include amendment or supplementation of a proposal. An Offeror may not amend or supplement a proposal after the submission date unless requested by the Service to do so, and unless the Service provides all Offerors that submitted proposals a similar opportunity to amend or supplement their proposals. (36 C.F.R. § 51.15)

l) The selected Offeror must execute the Concession Contract promptly after selection of the best proposal and within the time period specified by the Service. If the selected Offeror fails to execute the Concession Contract within the time period specified by the Service, the Service will select another responsive proposal for award of the Concession Contract, or will cancel the selection and may resolicit a new concession contract.

m) Document delivery services, including overnight delivery, to some areas may not provide true overnight delivery. Offerors are encouraged to insure the timely submittal of proposals by contacting the delivery service of their choice regarding delivery availability for the specific location identified on the front page of this Prospectus.

n) The Service, in accordance with 36 C.F.R. Part 51, may include as terms of the new Concession Contract, appropriate elements of the proposal selected for award of the Concession Contract, including, without limitation, investments, facilities, services, and other commitments.

o) Offerors are responsible for undertaking appropriate due diligence with respect to this business opportunity. All of the statements made in this Prospectus regarding the nature of the business and its likely future are only opinions of the Service. Offerors may not rely on any representations of the Service in this regard.

p) Unless otherwise expressly stated, the Draft Contract does not permit the provision of visitor services by the Concessioner through subconcession or other third party agreements, including management agreements. Accordingly, the entity that is to be the Concessioner under the new Concession Contract, unless the Contract expressly states to the contrary, must have the capability to provide all visitor services under the new Concession Contract without the assistance of third parties. Joint ventures, partnerships, and other business entities are permitted.